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A Study of the Influence of Animal Units in the Farm Program

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A STUDY OF THE INFLUENCE OF ANIMAL UNITS
IN THE FARM PROGRAM

By

Van Buren McClellan

A Thesis In Animal Husbandry

Submitted In

Partial Fulfillment Of The Requirements

For The

Degree Of

Bachelor Of Science

In The

Division Of Agriculture

Of The

Prairie View State Normal And Industrial College

Prairie View, Texas

August, 1939

ACKNOWLEDGMENT

The author wishes to express his appreciation to Mr. J.M. Alexander for his kind assistance in the preparation of this thesis.

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INTRODUCTION

DAIRYING IN THE UNITED STATES

Dairying ranks among the leading agricultural industries of the United States, and has for some time been part of the program of diversification which has been in progress in many areas where one crop formerly characterized the agricultural system.

As a group, dairy products include many items; milk, cream, butter, ice cream, condensed milk, evaporated milk, powdered milk, and cheese all being counted. Milk production is not only the most profitable branch of agriculture, but also the best organized. The distribution of fluid milk for human consumption, together with the manufacture of the balance into milk products, has developed into an intensive and very important industrial enterprise.

DAIRYING IN TEXAS

Probably no industry in Texas has developed more rapidly in recent years than dairying. Prior to 1920, there was little milk production for the commercial market in Texas. There were no milk deliveries being made in the

average city. Most of the dairy production consisted of ice cream and butter. It was believed at the time that cheese and some other dairy products could not be manufactured successfully in Texas.

During the early twenties the development of the dairy manufacturing industries received new impetus and they have grown rapidly; particularly during the last ten years has there been accelerated expansion. Creamery butter production increased from twenty-four million pounds in 1927 to twenty-eight million pounds in 1937. During the same period the ice cream production increased from six million gallons to seven million five hundred thousand gallons; evaporated milk increased from less than a million pounds to twenty-two million pounds. In 1927 there was no cheese production at all, but by 1937 it had reached sixteen million pounds. There were in Texas in 1938 about one-hundred eighty manufacturing establishments producing butter on a commercial scale; eighty-six producing cheese; more than two-hundred producing ice cream; thirty producing ice cream mix; eighteen producing condensed milk; five producing evaporated milk; and ten producing powdered milk. Texas is rapidly becoming one of the chief dairying manufacturing states of the country.

In the meantime, while there has not been a rapid increase in the number of dairy cattle, there has been a rapid increase in the quantity of milk produced. The amount of milk produced in Texas today is almost three times as much as that produced in 1920. The sale of milk in Texas in 1938 brought a cash revenue of \$43,250,000 to farmers, and the total amount of milk produced, including that consumed on farms amounted to \$81,400,000.

The development of several large manufacturing industries for the consumption of poultry products.

The census of 1935 showed, for the year 1934, that Texas farms raised 27,747,250 chickens valued at \$11,598,000 and produced 199,738,152 dozen eggs valued at \$13,530,000. This census also reported 524,857 turkeys three months old or more on farms January 1, 1935, valued at \$1,453,300. Approximately 1,500 carloads of turkeys are sent to market annually from Texas, which is the chief turkey raising state of the country.

The turkey industry developed as a commercial enterprise twenty-five years ago in South Central Texas. At an early date it became famous for its "turkey trot" observance of the market season. Since that time the turkey industry has spread throughout the South, West and North Central parts of the state. Among the large markets today

POULTRY RAISING IN TEXAS

Along with dairying, the poultry raising industry of Texas has made remarkable strides in recent years. In 1938 the income to the Texas farmers was \$11,214,000 from chickens, \$21,920,000 from chicken eggs and \$5,670,000 from turkeys, a total of \$38,804,000. Of this amount, \$23,059,000 was received in cash. The industry has been stimulated by the development of several large manufacturing industries for the consumption of poultry products.

The census of 1935 showed, for the year 1934, that Texas farms raised 27,747,238 chickens valued at \$11,098,895 and produced 106,785,192 dozen eggs valued at \$15,590,638. This census also reported 824,887 turkeys three months old or more on farms January 1, 1935, valued at \$1,402,308. Approximately 1,500 carloads of turkeys are sent to market annually from Texas, which is the chief turkey raising state of the country.

The turkey industry developed as a commercial enterprise twenty-five years ago in South Central Texas. At an early date Cuero became famous for its "turkey trot" observance of the market season. Since that time the turkey industry has spread throughout the South, West and North Central parts of the state. Among the large markets today

are Brady, Brownwood, Fort Worth, Cuero, Gonzales, San Angelo, Austin, Eastland and Wichita Falls. There has been developed during the last few years a large turkey egg industry for the commercial hatcheries. These eggs are sold largely through cooperative associations of which the one at Brady probably has the largest membership.

The well drained terrain and abundance of sunshine throughout the greater part of the year in Texas adapts it to the poultry-raising industry. Extensive ranges provide feed-stuff for turkeys and chickens in large measures, and the increase in feed crops in recent years as cotton acreage is reduced is further stimulating poultry production.

A STUDY OF FIVE DAIRY ENTERPRISES IN

SMITH COUNTY

We have made a survey of five dairy enterprises, and two poultry enterprises to determine the influence these animal units have on family income.

The first dairy enterprise surveyed was Kidd's Dairy.

Dairying as a means of making a living was not given much thought until a few years ago. The first dairy enterprise was started in Smith county about twelve years ago. The promoter, Mr. L. Kidd happened to be on a business trip in the Middle West, and noticed that the farmers who were engaged in dairy enterprises seemed more prosperous than the farmers who did not have animal units in the farm program. He came back to Smith county with the idea indelibly stamped in his mind. His farm of two-hundred acres or more is located four miles from Tyler on the Kilgore and Tyler highway. With fourteen Jersey cows he started out as a local dairyman, selling his milk and milk products throughout the city of Tyler. After three years of selling milk as a retail dairyman, he established a cold storage plant to take care of the large volume of milk because he was increasing his herd each year.

Besides the central storage plant and general supply house, Kidd's dairy is made up of three dairy units within a radius of four miles from Tyler. There are 280 Jersey cows and Holstien cows in the three units. He has fifteen trucks making deliveries over the city and nearby towns. There are twenty-three men employed as deliverymen, milkers and caretakers of the herd. Among this group we have nine Negroes drawing a salary of from two dollars to two dollars and fifty cents per day. This gives the Negroes an opportunity to provide family income and make for themselves better living conditions. Negroes also have a chance to learn how to care for the herd and even operate a dairy unit. Those Negro families who sell milk are more or less former employees of a dairy.

Out of two-hundred eighty cows there is an average production of two gallons per cow, with an average price of thirty-two cents per gallon; and one-half pound of butter fat at twelve and a half cent a pound. The yearly production of 50,400 pounds of butter and 201,600 gallons of milk brings in a total of \$94,525. There are nine Negro laborers who receive a yearly income of \$6,048. This is by no means a high price for labor, but it does mean a living wage and improved home conditions.

One may look for the same scheme of operation in the

small dairy unit as you would find in the large dairy unit.

In going from Kidd's dairy to Buie's dairy located on the Sandflat road three miles north of Tyler. There is only a slight change in the topography of land for the location of a dairy unit. There are twenty cows in the herd with an average production of two gallons per cow and a price of thirty-two cents per gallon. The total amount of butter produced per year is 3,650 pounds with 14,600 gallons of milk bringing a yearly income of \$4,763. There are no Negroes employed at his unit. The milk is sold direct to consumer and to the milk plant in the city.

Going west from Tyler on the Dallas highway, there are a number of attractive homes with beautiful rose farms surrounding them, but the center of attraction is about four miles when you come to the Weakley Brother's Dairy. It has a native rock fence more than five hundred yards running parallel with the highway. There are one-hundred sixty Jersey cows in the herd. T.H. Weakley is the manager of this growing enterprise. We found that his venture into the dairy business was influenced by his younger brother, who was a former vocational agricultural student at Van High School. He had won many metals in judging contests, and felt that the dairy business was the best enterprise a farmer could have. From the general appearance of the farm, it seems

as if they are getting suitable returns.

The milk is sold direct to consumers with surplus going to the milk plant in the city. There are more than fourteen men employed on the farm depending directly on this enterprise as a means of making a living. Among this group there are four Negroes who make an average of two dollars per day the year around, bringing the total yearly income to \$2,688 for Negro employees. Thus, the Negroes of Smith county have an opportunity to earn a living by working for these dairy enterprises even though they have no direct connection with the business side.

Those Negroes who are employed as milkers and general helpers around dairies have improved their living conditions fifty percent considering their standard of living before they were employed as dairy helpers.

From the one-hundred and sixty cows, each cow gives an average of two gallons of milk per day with the price of thirty-five cents per gallon, and the total amount of butter produced for a year being 28,800 pounds, with 153,600 gallons of milk. The total income from all dairy products amount to \$18,120 a year.

There is no doubt that animal units in the farm program makes it possible to maintain a seasonable income, and furnishes employment to several persons who would perhaps

be out of work.

There is a cooperative spirit among the dairy operators in that when milk is sold direct to the consumer no attempt is made by any dairyman to lower the price of milk, butter, and other dairy products.

Turman's Dairy is located in the neighborhood of Weakley's dairy. Though somewhat smaller, it measures up in the quality of milk produced, appearance and general cleanliness. There are seventy-five Jersey cows in the herd. This particular dairy specializes in the production of and marketing of Grade A raw milk. They sell direct to consumer furnishing many hotels, cafes and delicatessen stores with Grade A raw milk.

Seven men carry on the work each receiving a reasonable salary and have a year around job. Two Negroes are employed as milkers and general helpers. They receive an average of forty-five dollars per month and milk products for the family needs. The average yearly income from the production of milk and butter is \$20,613.

Located two miles south of Tyler on the Jacksonville highway is one of the best equipped dairies in Smith County; the Mystery Mound Jersey Dairy. The herd is made up of one-hundred fifty-two imported Jersey cows, with improvements being made each year for the past eight years. The

milk is sold direct to consumer and if a surplus occurs, it is separated and the cream sold to the local creamery.

There are eight employees, all holding health certificates, and are required to have an examination each year by a local physician. These employees receive good wages with an extra bonus for the Christmas holidays. Two Negroes are employed as truck drivers. They also assist in doing other necessary chores. They receive fair wages along with other employees.

The average salary is fifty-six dollars per month with all milk needed for family use. The Negroes have a yearly income of \$1,144 with all milk free of cost. If the cost of the milk was added that the two Negro families consumed, it would amount to \$134.40 a year. One can readily see that it is an advantage to have access to all of the milk that is needed to keep the family in healthy condition.

From the 182 cows, each cow produces an average of three gallons of milk per day with the selling price of forty cents per gallon. The total butter production for the year is 26,160 pounds, and 166,340 gallons of milk. The total income for all dairy products amounts to \$73,076.

We may think of the many modern dairies operated by white farmers of the country and shift to the Negro farmer's situation. It is a very dark picture. The Negro farmers do

not avail themselves of the opportunities offered them. With the number of milk routes throughout the county, there are only sixteen Negro families who sell milk through these facilities. An average of forty gallons of milk is sold daily by these families at thirty-two cents per gallon bringing a monthly income of \$384. and a yearly income of \$4,608.

When we compare the total income of \$271,008 gained by white dairymen of the county with the total income of \$4,608 gained by Negro farmers who sell milk, it should give us a very good idea of how far we are from making a living. This is a challenge to the Negro farmers of Smith County. Table I gives in a summarized form the total production and total income for the five dairy enterprises surveyed.

TABLE I

DATA SHOWING MILK PRODUCTION FROM FIVE DAIRY ENTERPRISES IN
SMITH COUNTY, AND HOW ANIMAL UNITS ADD TO THE FAMILY INCOME

Number of cows in the five dairy units	Average amount of milk produced by each cow in gallons	Average price per gal- lon in cents	Daily amount of but- ter pro- duced by entire unit in pounds	Average price per pound in cents	Total amount of but- ter pro- duced by units 1937-38	Total number of Neg- roes em- ployed	Total amount paid Neg- roes by dairy enter- prises	Total num- ber of gal- lons of milk pro- duced by five units	Total yearly income for all dairy products dollars
687	2	35	341	25	241,965	17	\$10,860	590,890	271,093

A STUDY OF TWO POULTRY ENTERPRISES IN SMITH COUNTY

Poultry raising is by no means short of being a paying industry. A survey was made of two of the leading poultry farms in Smith County, Henderson's Poultry Farm and Dee Wood's Poultry Farm.

The Henderson poultry farm is located about four miles east of Tyler on the Kilgore highway. There are 500 White Leghorn hens in the laying houses, and about the same number of broilers on the yard. The hens are housed in four different houses with a certain number to each house.

Mr. Henderson raises poultry chiefly for egg production. One of the noted features about this farm is that most of the feed used is home grown, while many poultrymen rely wholly upon the wholesale dealer for their feed supply. Mr. Henderson said that by using home grown feed one is able to realize more profit from the sale of eggs. He receives an average price of twenty cents a dozen for his eggs by selling them to the four local hotels in Tyler and the market is good the year around.

Besides the modern poultry houses and other equipment, Mr. Henderson has constructed a modern five-room home for his family. This proves that cotton is no longer King, but

has been replaced by increasing animal units in the farm program. Hens, and also males, are delivered to nearby towns.

From the 500 hens in the laying house, there is an average of 456 eggs or 38 dozens produced daily. The average price received for these eggs is twenty cents per dozen. The total income from eggs alone amounts to \$2,774. There are approximately 500 fryers and broilers kept on the yard the year around. This is done by setting at different intervals so that the little chicks may replace those that have been sold. The total income from fryers amounts to \$540 per year. The total income for both eggs and chickens amounts to \$3,314 a year.

To get an idea of how a poultry farm is operated for the purpose of selling dressed poultry, one would go to the Dee Wood Poultry Farm located five miles north-west of Tyler on the Lindale highway. Mr. Wood specializes in growing chickens for the purpose of marketing them dressed. There are approximately 1,200 fryers and broilers on the yard. White Wyandotts and White Rocks are the breeds used.

The chickens are carried through a fattening process in preparing them for market. Ample space is provided for range and access to green feed. Only a few chickens reach mature stage. A poultry farm operated on this basis has little or no competition. This farm furnishes practically

all the hotels, cafes, and delicatessen stores in Tyler with dressed poultry, and also makes deliveries to nearby towns.

Data for this particular enterprise was not available.

Number of hens in flock	Number of chickens sold	Price per dozen	Number of chickens sold	Price per dozen	Number of chickens sold	Price per dozen	Number of chickens sold	Price per dozen	Number of chickens sold	Price per dozen	Number of chickens sold	Price per dozen
500	50	50.00	500	50.00	500	50.00	500	50.00	500	50.00	500	50.00

Note: Data on Lee Food's Poultry was not available

TABLE II

POULTRY PRODUCTION - HENDERSON POULTRY FARM

Number of hens in flock	Number of eggs pro- duced in dozens	Number of eggs sold	Price per dozen	Number of chickens raised	Number of chickens sold	Total in- come from chickens	Total in- come from eggs	Total in- come from chickens and eggs
500	38	38	\$0.20	500	450	\$540.	\$2,774	\$3,314

Note: Data on Dee Wood's Poultry was not available

A STUDY OF MILK PRODUCTION AND POULTRY PRODUCTION IN DUNBAR COMMUNITY, SMITH COUNTY

Along with data secured on dairy and poultry enterprises, we made a special study in Dunbar Community located fifteen miles east of Tyler on the Kilgore highway.

During the 1938-1939 school session the county Health Nurse examined more than fifty school children in the community. She found that several were undernourished, and many others were suffering with rash and other skin diseases. We were then concerned with home conditions and the source of food supply for these children. Especially did we want to find out if they were getting enough milk to give them proper nourishment.

With this purpose in view, we made a survey of ten families to find out the number of children in the family, the number of cows owned by these families, the amount of milk produced and the amount of milk and butter each member of the family received.

There were ten children in the first family visited. They owned three cows and at that time was milking one cow. There was a shortage in milk supply. If each member of the family was to receive one quart a day, there would be six quarts lacking for family needs with none to be used for

cooking purposes. We charge the father of this family with negligence and laziness in failing to supply the family with milk.

There were two members in the second family visited. They owned two cows and had plenty of milk and butter for family use. The third family was composed of four members and owned one cow. There was not enough milk to supply their needs and cooking purposes. The two children of the family were undernourished. The parents more or less drank most of the milk leaving very little for the children.

We found that in the fifth family there were eight members. They owned two cows; one in production giving one gallon of milk per day. In most cases, no butter was produced. Four quarts of milk per day were needed to supply the children with the proper amount of milk to drink. All the children were undernourished. Their daily diet consists of bacon, rice, cornbread and syrup.

There are other families included in this survey, but our purpose was to find out how many of this group had ample milk supply for the family needs. If the question was asked, "why was there a deficiency in milk supply among these families?" it may be said that it is a result of laziness on the part of the parents. A special effort has been made to encourage the parents to see that their

children receive the proper amount of milk so that a deficiency in body nourishment may not occur.

After finding a shortage in milk supplies for home needs, we conclude that there was not a possibility of producing milk in this community on commercial basis. At present, the problem of furnishing the home with milk is gradually being solved. The accompanying data in Table 2 shows a total of fifty-two in the ten families with a shortage of fourteen quarts of milk and five pounds of butter that could be used daily for family consumption,

After finding out that there was a great need of milk for family use in the Dunbar Community, the production of milk on commercial basis was not considered. We made another survey to find out what were the possibilities of producing poultry and eggs for market purposes to increase family income. Questionnaires were issued to thirty-one families and in many cases direct contact was made to secure necessary data.

As in the case of milk production, we found that the average Negro family raised approximately twenty-three chickens a year. There was no selection of breed, and all kinds of mixtures were found in the flock representing culls and mongrels. Only three families out of thirty-one

had made an attempt to get pure bred chickens. The situation seems deplorable. The housing facilities were bad, and in many cases no place had been provided to house the flock. No effort to control diseases had been discussed, and the mother and children were responsible for the care of the flock. The main feed for the chickens consists of corn and sorghum seed, and occasionally green feed was planted. A move has been made to supply the community with one breed of chickens, and after a long time, there will be enough eggs to supply needs and have some to sell.

The fathers of the many families have been asked to build poultry houses and take the chickens out of the trees. A lecture from the County Farm Agent seems to put new life in community interest and in poultry.

With a vocational teacher being added to the community, much improvement is expected to be made along the line of helping to improve living conditions.

It shows how necessary for each family to own a pure bred flock of chickens is. It is a challenge to any community group that is interested in raising their standard of living by adding these animal units in the farm program.

TABLE III

SUMMARIZED DATA ON MILK PRODUCTION AS RELATED TO
FAMILY CONSUMPTION IN DUNBAR COMMUNITY,

SMITH COUNTY

Name of head of family	Number in family	Number of milk cows	Number of gal. milk produced	Number of lbs. butter produced	Shortage in milk	Shortage in butter
O.C. Mitchell	10	1	1	0	6 qts.	1 lb.
Steve Russell	2	2	2	$\frac{1}{2}$	0	$\frac{1}{2}$
Oscar Russell	4	1	1	0	1 qt.	$\frac{1}{2}$
Cass Howell	5	2	2	1	0	0
Wesley Warren	8	2	1	0	4 qts.	2
Charlie Hicks	5	1	1	0	2 qts.	1
Willie Smith	6	2	4	2	0	0
Cary Jackson	3	1	1	$\frac{1}{2}$	1	$\frac{1}{2}$
Willis Jackson	7	3	3	2	0	0
Willie Warren	2	1	2	1	0	0
TOTAL	52	16	18	7	14	5 $\frac{1}{2}$

Items	Hens on farm	Yearly Average	Chicks Hatched	Chicks raised	Chicken eaten	Chicken sold	Income	Doz. eggs produced	Eggs eaten
Number	809	924	3851	2068	708	177	\$82.40	1350	358
Family Average	23	26	110	59	20	5	\$2.35	39	12

QUESTIONS AND ANSWERS

1. How many dozen were set? Ans. The families set $537\frac{1}{2}$ dozens.
2. What was the approximate income from eggs sold? Ans. \$29.45. Family average of \$0.84.
3. What kind of poultry other than chickens did the farm produce and how many? Ans. Ducks, geese, turkeys, and guineas.
4. Does the family farm supply all chickens and all the eggs that the family really needs?
Ans. Yes 26.9 No
5. About how much money does the family spend per year for chickens and eggs? Ans. \$122.00, family average \$3.40.
6. What have been the worst troubles in poultry raising? Ans. Diseases and insects.
7. Who chiefly looks after the poultry? Ans. Mothers 28, children 1, fathers 2.
8. What problems would you like to have some help in solving? Ans. Diseases and insects.

QUESTIONS AND ANSWERS (CONTINUED)

9. Are crops grown especially for poultry food? Ans. Yes 25 no 6.

10. About how much money do the families spend yearly for chicken feed? Ans. \$76.85.

11. Is any attempt made to grow green grazing crops for the chickens during the winter?

Ans. 8 families do. If so, what crops are planted and in what quantities? Ans. Oats
3 acres.

12. Are the chickens pure bred? Ans. 2 flocks. Mixed? 7 flocks.

13. Do the chickens roost in a chicken house? Ans. 26 flocks do. In trees? Ans. 5 flocks.

14. Do the families believe they should raise more chickens to eat? Ans. 31 do.

SUMMARY

We made this study of dairy and poultry enterprises to find out to what extent animal units added to the farm program would increase family income.

It is the opinion of many farmers that they cannot possibly make a living under the present agricultural set-up by planting cotton. Economic conditions are constantly changing, and it requires a change in the farm program to meet these situation.

When we compare the total income from dairying and poultry raising among white farmers in Smith County with the total income from dairying and poultry raising among Negro families in the same county, the Negro farmers fall far below the standard. It is not that the opportunity is lacking in order that these products may be sold on commercial basis, because there is a year around market in the county with exceptionally good prices.

The recent surveys are convincing in the fact that if the standards of living in the rurals are to be improved; the family income increased; it must be done by adding more animal units in the farm program.

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